

Message Text

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ACTION COME-00

INFO OCT-01 NEA-10 ISO-00 EB-07 /018 W

-----141120Z 061317 /15

P 141020Z JUN 77

FM AMEMBASSY ABU DHABI

TO SECSTATE WASHDC PRIORITY 6229

UNCLAS ABU DHABI 1778

E.O. 11652: N/A

TAGS: BEXP TC

SUBJ: AMERICAN BIDDER ON ABU DHABI LIBRARY PROJECT IS DISQUALIFIED
BY AMERICAN CONSULTANT

REF: ABU DHABI 0543

1. DECISION ON ABU DHABI LIBRARYPROJECT, WHICH WORTH APPROXIMATELY \$28 MILLION, NOW BEFOREPROJECTS COMMITTEE HEADED BY MUHAMMED BIN BUTTI. ONLY U.S. COMPANY SUBMITTING FOR PRE QUALIFICATION HAS BEEN DESCRIBED AS "UNACCEPTABLE" BY PROJECT CONSULTANT WHICH ALSO AMERICAN COMPANY. EMBASSY UNCONVINCE ABOUT JUSTIFICATION FOR THIS RULING AND WOULD APPRECIATE DEPARTMENT CONTACTING CONSULTANT'S HOME OFFICE FOR AN EXPLANATION.

2. NATIONAL LIBRARY PROJECT, FOR WHICH THE ARCHITECTS COLLABORATIVE (TAC) CAMBRIDGE, MASS. IS CONSULTANT, HAS BEEN IN WORKS FOR SOME TIME NOW AND HAS GONE THROUGH SERIES OF ADJUSTMENTS. LATEST CHANGE HAS BEEN REQUIREMENT THAT LOCAL ENGINEERING, CONTRACTING AND CONSTRUCTION FIRMS WHICH WERE ORIGINALLY PREQUALIFIED ACQUIRE REPRESENTATION OF LARGE INTERNATIONAL FIRM EXPERIENCED IN THIS TYPE WORK. LOCAL FIRMS COMPLIED. ONLY AMERICAN FIRMS SUBMITTING FOR PREQUALIFICATION WAS UNITED ENGINEERS AND CONTRACTORS OF PHILLADELPHIA WHOSE LOCAL REPRESENTATIVE FOR THISPROJECT IS CORDOBA DEVELOPMENT CO.

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3. IN ITS RECOMMENDATIONS TO ABU DHABI PROJECTS COMMITTEE WHICH CHAIRED BY MUNICIPALITY CHIEF, BIN BUTTI, TAC LOCAL REPRESENTATIVE, RAMZI AL HAJ, HAS RECOMMENDED THAT UNITED ENGINEERS NOT BE ACCEPTED BECAUSE FIRM "NOT QUALIFIED". TAC REP. ADVISED EMBOFF THAT HTIS RECOMMENDATION MADE BECAUSE:
A. UNITED ENGINEERS HAD NOT PREVIOUSLY BEEN INVOLVED

IN PROJECTS IN MIDDLE EAST; AND

B. UNITED ENGINEERS NOT COMPETENT PROVIDE SERVICES
REQUIRED FOR LIBRARY PROJECT. AL-HAJ CLAIMED THAT UNITED
TOO LARGE AND HAD ONLY BEEN ENGAGED IN LARGE PROJECT
DESIGN AND CONSTRUCTION.

4. EMBASSY READING OF UNITED'S PREQUALIFICATION DOCUMENT DOES
NOT AGREE WITH TAC CLAIMS. ACCORDING THIS DOCUMENT, UNITED
HAS CARRIED OUT BOTH DESIGN AND CONSTRUCTION OF VARIOUS IN-
STITUTIONAL AND COMMERCIAL PROJECTS INCLUDING LIBRARIES, HOSPITALS,
LABORATORIES, OFFICE BUILDINGS, ETC. FURTHERMORE, COMPANY SUBMIT-
TION CLAIMS THAT COMPANY FULLY QUALIFIED AND CAPABLE BUILDING WHAT-
EVER IT DESIGNS.

5. EMBASSY QUERIED TAC REP'S REJECTION OF UNITED ENGINEERS
BASED ON FACT COMPANY HAD NOT PREVIOUSLY HAD MIDDLE EAST
EXPERIENCE SAYING THAT COMPANY HAD TO START SOMEWHERE
BEFORE SUCH AREA EXPERIENCE COULD BE ACQUIRED. TAC
DETERMINATION THAT UNITED ENGINEERS "NOT COMPETENT" TO
CONSTRUCT LIBRARY IS SURPRISING IN VIEW OF ABOVE EXPERIENCE.

6. THEREFORE, WOULD APPRECIATE DEPARTMENT CONTACTING TAC
HEAD OFFICE, 46 BATTLE STREET, CAMBRIDGE, MASSACHUSETTS,
02138 TO DETERMINE HOW LOCAL REPRESENTATIVE DECIDED THAT
UNITED NOT COMPETENT CARRY OUT LIBRARY PROJECT. EMBASSY IS UN-
HAPPY TO LEARN THAT ONLY AMERICAN COMPANY SUBMITTED FOR
PREQUALIFICATION HAS BEEN DE-RAILED.
DICKMAN

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